

NEWELL PRINTING COMPANY

One of Best Known and Best Equipped Printing Establishments in Northern Virginia. This firm uses Union Labor Exclusively—Has Built Up Big Business

Printing has been developed from the old haphazard way of doing business into a science that is well worth emulating, and this is particularly true of the work done by the Newell Printing Company at No. 212 King Street.

This plant has been established in Alexandria three years, having been moved here from Falls Church. It has modern and up-to-date printing machinery, and is the only shop in the city which uses union labor exclusively.

How successful the company has been may be judged by the fact that it is doing more business than any one printing office in Alexandria, and that the class of work it turns out is of a superior character.

It has from three to five expert printers employed, and renders prompt and efficient service, delivering orders right when promised. That is the secret of the success of Mr. Joe H. Newell, proprietor of the company, who is one of the best known printing house proprietors in Northern Virginia and whose twenty years of experience in the business have enabled him to make a splendid record for his company.

Mr. Newell is a member of the Chamber of Commerce of Alexandria, and the United Typothetae of America, as well as of the Kiwanis Club and the Masons.

SMITH MOTOR SUPPLY CO.

Extensive Dealers in Automobile Accessories and Supplies Spare Parts for Ford Cars—Has Extensive Business—W. F. Smith, Manager Well Known in Alexandria

For the last ten years there has been no better known establishment in the automobile and harness business in Alexandria than the Smith Motor Supply Company, extensive dealers in automobile accessories and supplies as well as in harness and saddlery at No. 116 North Fairfax Street.

Spare parts for Ford cars are among the company's specialties, and parts for Ford cars are carried.

In the harness and saddlery department, the company carries a complete line and also operates a modern and complete repair shop, where expert saddle makers are employed.

The concern is one of the best known in the city, and its proprietor, Mr. W. F. Smith, stands out as a leading citizen of Alexandria.

Mr. Smith is one of the most extensive property owners in the city and is a big factor in the development of

Alexandria. He is a consistent booster, a member of the Chamber of Commerce, and a Mason. He is heartily in favor of the King Street White Way, and has been using his influence toward its extensive improvement.

He is a member of the Retail Merchants Association and the Retail Credit Association. Mr. Smith bought the large office building at 622-24-26 King Street, known as the Smith Building in which are 18 office rooms and two stores.

POLAND NEEDS A HELLAND-MARIA

A treasury watch dog in very fact is what Poland's finance minister thinks his country needs forthwith, says *The Nation's Business*. Consequently, he prefaces his new scheme of taxation with a demand that he have an absolute veto power over every project of the government that would entail new expenditures.

His proposals for taxes are calculated to persuade Polish legislators that he should have the veto power, for he came forward with a levy of 15 per cent upon capital invested in industry, agriculture, or merchandising. Later he consented to modify the tax into a levy upon real estate acquired in the years of 1916 to 1921, making the amount 200 per cent of the purchase price if the property were bought in 1916, 150 per cent if the acquisition were in 1917, and so on. The high figure in percentage is set because of the depreciation of currency that has been going on at a rapid rate. Gold, jewels, money hoarded at home and the like he makes a subject of a graduated tax. Finally, he proposes to treat as genuine criminals any persons who evade the law about exporting Polish money.

All of this sounds harsh, but it serves to demonstrate once more that a country that turns loose the printing presses and indulges in an orgy of paper money must eventually take a hard road to get back to a position of financial credit and standing.

THE SUCCESSFUL NURSE

The most successful nurse is one who remembers that her own sleep, diet and out-of-order exercise is re-essential to the patient's well-being. An amateur nurse often considers that going without food and sleep is a proof of her devotion. In a passion of self-sacrifice she neglects herself utterly for the first few days, and as a consequence is quite useless at a later period when her services may be most needed. An exhausted, sleepy nurse, trained or untrained, is wholly unfit to be trusted with medicines and doctor's orders, to note changes in the patient's condition or to give him kindly attention. Efficiency and fatigue have never gone together since the world began, and no one can do work when suffering from lack of sleep and rest.

The person, then, who genuinely wishes to give her patient the best possible care should not make a martyr of herself. She should go out of doors daily; both fresh air and occasional absences from the patient are essential to her physical and mental well-being. Moreover, she will be showing her patient the greatest kindness in the long run if during her recreation time she thinks of him as little as possible. Indeed, she need not consider herself inhuman if she has a thoroughly good time.

On the other hand, a person who is responsible for the care of a patient must be made to realize that she and she only is ultimately responsible during the entire 24 hours of every day. Being responsible for the patient does not mean that she should be with him every minute, or do everything herself; it does mean that she should plan so effectively that everything necessary is done, either by herself or by another competent person. When she goes away for even half an hour she should appoint someone to be responsible in her place and to her when she comes back. She must consequently make very clear what she wants done. If there is medicine, nourishment or treatment to be given, she can easily make a list with the time for each, and ask that

each item be crossed off the list as soon as the work is done. She should not forget to ask for the list when she returns.

What is really needed is a little executive ability. The person responsible for the patient should be able to manage so that everything goes on in her absence just as it would if she were there. Whoever is left in charge must understand the importance of punctuality, fresh air, quiet and the other essentials just as the nurse understands them, so that the influence of the nurse will still be felt in the sick room even when she herself is necessarily absent.

LEACHMAN & SAUM

Dealers in Staples and Fancy Groceries and Fresh Meats at Payne and Queen Streets—Carry Large Stock and Do Extensive Business

Alexandria's largest and most extensive retail grocers.

That is a record of which any firm may be well proud, especially when it has been made through service and quality as well as accommodation.

When the firm of Leachman & Saum was established ten years ago, it started out on those principles and they have been carried out to the letter with the result that today it stands pre-eminently as the grocery and meat market which supplies more than half of the homes of Alexandria and vicinity with food.

The firm carries a complete line of staple and fancy groceries, fruits, vegetables, and country produce, fresh meats, cured meats, etc., and has a large stock well arranged in its more than 6,000 square feet of floor space.

Everything in groceries and meats is its motto, and its friends are not disappointed no matter what they may call for.

Two automobile trucks are used in making deliveries, and six accommodating clerks are on its staff. It has a modern refrigerating system and all of its stock is handled in a sanitary manner.

The members of the firm are Messrs. C. S. Leachman and E. W. Saum. Mr. Leachman is a member of the Chamber of Commerce and is a Mason. He has been in Alexandria fifteen years. Mr. Saum is also well known and both are members of the Chamber of Commerce.

CARTER BROTHERS

The Men Who Believe in Urging Alexandria People to Own Their Own Homes—Handle Large Volume of City and Suburban Property

"Own your own home."

That is the slogan that is making the policies of Carter Brothers, real estate brokers of 1318 King Street, famous throughout Alexandria and its suburbs, for they are leaders in the movement which bids fair to make Alexandria a home-owning city—the greatest in proportion to its population.

The Carters—Messrs. Thomas L. and J. Brook—are men who believe in doing things themselves and not waiting on the other fellows, although they are exponents of cooperation in community building in its broadest sense.

After some twenty-five years in the grocery business in Alexandria to which city they came and cast their fortunes thirty-one years ago, the Messrs. Carter became interested in real estate and established a brokerage house, in which they also handle insurance and loans.

The firm while specializing in the sale of residential property in the city and suburbs, also handles business buildings, farms, and rent accounts, having one of the largest lists of the last named in the city.

Anything in real estate in Alexandria or Northern Virginia is a feature of their business.

The Messrs. Carter have always been boosters of Alexandria. They are members of the Chamber of Commerce, taking an active aggressive interest in civic affairs, and in their home-owning campaigns have set a pace that the entirety might well emulate. They believe that is the only way to build a city and they are confident that the day is not far off when every family in Alexandria will own its own home.

THE ACTION OF DRUGS

Modern medical practice increasingly emphasizes diet, baths, exercise and other hygienic measures in the treatment of sickness. Drugs are given far less than they were a generation ago; yet medicines are still the most familiar of all remedies, and the most abused by those who insist on treating themselves. Misuse of medicine, even by intelligent people, is astonishingly common.

Problems of sickness and health would be enormously clarified if the uses and limitations of drugs were more generally understood. Many people still believe that very disease can be cured by a drug if only the doctor is clever, or lucky enough to think of the right one to give.

It is a fact that there are a few medicines which, if rightly used, actually do cure certain diseases. An example of their action is the curative effect of quinine in malaria. Such medicines, unfortunately, are few. In the great majority of cases medicines do not cure diseases; their beneficial action is ordinarily indirect and is due to their power either to increase or to check certain processes within the body.

It is here that the abuse of drugs comes in. Disordered bodily processes give rise to symptoms of disease; and it is the symptoms of disease, not the disease itself, that trouble the patient. A patient with typhoid fever, for example, is not conscious of the toxins in his blood, but of headache, weakness and fever; the man with eyestrain is not aware of an imperfectly shaped lens, but of headache and indigestion. What the patient wants is to have his symptoms relieved; in some cases they can be controlled by drugs and the sufferer then considers himself cured.

But the original condition persists; it may in the meantime be improving, but it may on the other hand be growing worse.

Most infrequently it is best to check symptoms, and to check them by means of drugs. When they should be checked only a thoroughly trained physician is qualified to decide. The question is not one for amateurs, since the whole practice of medicines including the prescription of drugs, constantly becomes more nearly an exact science. People should obtain and follow expert advice in regard to health as they would in regard to other affairs of life. The constant self-dosing practiced by thousands of people is harmful and unintelligent; it is, however, no less irrational to go to the other extreme and refuse to take medicine prescribed by a competent doctor.

QUALIFICATIONS FOR NURSING

One person and one person only should carry the entire responsibility for looking after the patient. She should plan for him as well as care for him, should see the doctor and receive the doctor's orders. Confusion and innumeral mistakes result when several members of the family attempt to do the talking and directing.

The attendant should wear washable dresses with sleeves that can be rolled up, washable aprons and shoes with rubber heels. All her clothing should be comfortable. She should be neat in appearance, scrupulously clean in person and should keep her finger nails short and smooth. Jewelry, especially rings and chains that rattle, and finery of any sort are out of place in the sick room.

It is exceedingly difficult to care for members of one's own family or to be cared for by them. Too much or too little is almost invariably expected by one person or the other, and where great affection is involved, not only is the strain increased on both sides, but often great unselfishness on either side or both. But sometimes the reverse is true, and then one should remember that normal behavior may be impossible for the sick. During weakness and pains irritability and unreasonableness are as characteristic as other symptoms, and it is as foolish to demand a normal mental state from a sick person as it would be to demand a normal temperature. For a cheerful, reasonable and unselfish patient—and there are surprisingly many—one should be devoutly thankful, but the patience and pity should be given no less to those whose tortured nerves cause suffering to others as well as to themselves.

Every woman who cares for the sick should remember that she is the patient's chief link, if not his only one, with the outside world, and that his plight is pitiful indeed if she is complaining or unwilling or irritable. Anyone who cares for the sick should remember also that she is necessarily in a most intimate relation with the patient and that such enforced intimacy calls for extra consideration on her part and for the most scrupulous respect for confidential matters. It is inexcusable even for members of the patient's family to discuss with one another the patient's private concerns or his business. During sickness the skeletons in most people's mental closets walk forth, and anyone who misuses special opportunities to know intimate affairs can only be classed with eavesdroppers and village gossips.

TAKING PULSE

The pulse may be felt most conveniently on the thumb side of the front of the wrist. The pulse should be counted while the patient is lying down and the watch used must have a second hand. To count the pulse one should place two or three fingers—not the thumb—on the patient's wrist and after the pulse has been felt distinctly for a few beats the exact time should be noted by the second hand of the watch and the counting begun at once. It is generally best to count for half a minute, multiply the result by two to get the rate for a whole minute, and then repeat for another

half minute. The two results should agree within two beats if the patient is quiet. A greater variation than two beats may mean that the pulse rate is varying, but when it is counted by inexperienced persons the apparent difference is generally the result of inaccurate counting and it may be necessary to count two or three times more. The force of the pulse varies also in different individuals; it is important, however, to notice when it grows stronger or weaker in the same person. Normally the pulse beat is regular like the ticking of a clock. It is called irregular when a few rapid or slow beats are followed by those of a different rate. During sickness the pulse should be counted whenever the temperature is taken or oftener, and the result should be written down at once. The pulse of a sick person often shows changes both in rate and in character; these changes are generally important and should be noted and called to the attention of the doctor.

BERMUDA CAPITULATES AT LAST!

Bermuda has given away and will now have automobiles, under public control. A majority of the legislative body of Bermuda has at last agreed to permit a system of motor busses for passenger and freight. Private motor cars, however, will stay under the ban.

After religiously excluding the motor car and permitting only horses and bicycles, Bermuda has declared for the motor car, but only as a public conveyance with its operation and management subject to strict surveillance.—*The Nation's Business*.

HOW SHIPS RATIOS WERE FIXED

A newspaper correspondent attending the Conference on the Limitation of Armaments gives us the following description as his idea of how they arrived at the ratios for the different countries:

Divide the number of American submarines by the number of British dreadnaughts, and subtract the number of Japanese cruisers. To this result add the cube root of the sum of the coast-lines of America, Japan and Great Britain. Multiply by the maximum distance between the coast of America and the coast of Japan. Add the average rate of exchange between pounds and dollars. Divided by the sum of the national wealth of Japan, Great Britain and the United States. Then place the decimal point four figures from the right.—*The Nation's Business*.

Para, Brazil, is known as the "gateway of the Amazon."

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